



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
PURCHASE BUREAU
P.O. BOX 230
TRENTON, NJ 08625-0230

CHRIS CHRISTIE
Governor
KIM GUADAGNO
Lt. Governor

ANDREW P. SIDAMON-ERISTOFF
State Treasurer

Telecommunication Data & “CENTREX-like” Voice Services Request for Information

August 31, 2010

The State of New Jersey, Department of the Treasury Division of Purchase and Property, is seeking information from vendors with regard to the purchase of telecommunication data services. The purpose of this Request for Information (“RFI”) is to obtain detailed information from the vendor community regarding available or proposed technologies and solutions for use in the development of a proposed future Request For Proposal (“RFP”).

All information submitted in response to this RFI will be considered public information. For confidentiality reasons, vendors may respond anonymously, however responses should clearly reference this RFI.

Responses to the RFI should be emailed to: james.strype@treas.state.nj.us or mailed to:

Division of Purchase and Property
30 West State Street
P.O. Box 230
Trenton, NJ 08625
Attention: James E. Strype

no later than 2 PM E.D.T. on October 15, 2010. All contacts with State representatives regarding this RFI will be through the Division of Purchase and Property contact James E. Strype.

Responses to this RFI should be as detailed and concise as possible. Electronic responses may be submitted in either Office 2000™ or Adobe Acrobat™ formats. Power Point™ presentations are not required, but may be provided as a supplement. Responses may be supplemented by hard copy material delivered as directed above.

The organizational summary, background information and specifications below have been developed by the using agencies requesting these services and are intended to provide an overview. Please review and provide your response to the attached specifications and questions.

Project Description

The States seeks to purchase more than \$130M in data and “Centrex-like” voice services (“voice”) to maintain and enhance the State’s voice and data network capabilities. To support its goal the State seeks to obtain detailed information and recommendations from the vendor community regarding available or proposed technologies and solutions. Information requested in this RFI is intended for use in the development of a future Request For Proposal (“RFP”).

The state of New Jersey currently procures telecommunications voice and data services off of contract T-1776 and via various waivers. These contracts and waivers have been in place for an extended period of time and the state is currently considering options for replacement. To support this initiative the State seeks to understand its options regarding vendors and available technologies and service offerings. Following, at a high level, are the goals of this RFI Initiative.

1. Determine the potential level of competition through the number of respondents addressing the State’s telecommunications voice and data services needs, as defined in this RFI.
 - a. Responses will provide a clear view of the state wide coverage each vendor can provide
2. Determine the current telecommunications voice and data services offerings/solutions available in the NJ market
3. Obtain direction and recommendation on emerging or potential future telecommunications voice and data service offerings.

The state as defined here includes the Executive, Legislative and Judicial branches. In addition, the State intends to include the members of Cooperative Purchasing. These members include quasi-state agencies, counties, municipalities, school districts, volunteer fire departments, first aid squads, independent institutions of higher learning, county colleges, and State colleges.

Requirements

Vendors interested in responding to this RFI can obtain the current data services offering by visiting: http://www.state.nj.us/treasury/purchase/noa/contracts/t1776_00-x-27786.shtml and downloading the document titled "NOA Text" located in the Downloadable NOA Documents box. A high level representation of the existing and proposed Next Generation New Jersey "Garden State Network" has been provided on attachments 1 & 2.

Following is a summary of the State's needs as it relates to telecommunications data and voice services. The state is requesting that all respondents review each requirement and document their ability to deliver on the products and services identified. Vendors may respond to one or more product or service category.

General Requirements

The respondents to this RFI must have successfully implemented contracts of this size and scope.

The proposed products/services must be utilized by at least one other similar entity, and must be demonstrated to support requirements similar to those set forth in this RFI.

The respondents to this RFI must agree to provide contracted pricing models for any and all tenants within a state owned facility.

The respondents to this RFI will specify what geographic areas in NJ their service covers (or does not cover). Where there is no coverage and the service provider opts to provide service via another vendor, respondents will describe their solution (how they will receive handoffs of these services from the vendor who can provide service). Following is a list of counties within the State of NJ. Please use this as a reference point when identifying areas of coverage.

Table 1

North Region	Central Region	South Region
Bergen Co. Essex Co. Hudson Co. Morris Co. Passaic Co. Sussex Co. Union Co. Warren Co.	Burlington Co. Hunterdon Co. Mercer Co. Middlesex Co. Monmouth Co. Ocean Co. Somerset Co.	Atlantic Co. Camden Co. Cape May Co. Cumberland Co. Gloucester Co. Salem Co.

Table 2

Checklist of Products & Services	
Connectivity Services	
Switched 56KBPS Services	
Integrated Services Digital Network Services (ISDN)	
Digital Subscriber Line Services (xDSL)	
Frame Relay Services	
Asynchronous Transfer Mode Services (ATM)	
SONET Synchronous Optical network Services (SONET)	
Ethernet Services (MAN/WAN)	
Cable Based Broadband Services	
Fixed Wireless Services	
Internet Access Services	
Internet Services	
Multiprotocol Label Switching Services (MPLS)	
Other Data Service Offerings/Potential Future Data Service Offerings	

Connectivity Services

The State of New Jersey utilizes various dedicated Private Line circuit services for many different business applications. Respondents to this RFI will indicate the types of dedicated Private Line services that they can provide within the geographic areas defined in this RFI. Following are some examples of the data services that the State currently uses. Respondents must include the transport types (Copper, Fiber, etc.) available to provide each service. In addition respondents must include any Customer Provided Equipment (CPE) requirement for each of the services provided.

1. Analog Point-to-Point or Multi-Point Circuits
2. Digital Data Services Point-to-Point or Multi-Point Circuits
3. T1/Fractional T1 Circuits
4. T3/Fractional T3 Circuits
5. OCx Circuits

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user’s traffic), as well as all applicable network management capabilities available.

Switched 56KBPS Services

The State of New Jersey utilizes Switched 56KBPS services for various business applications. Respondents must describe their Switched 56Kbps service as provided within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Standards compliance

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user’s traffic), as well as all applicable network management capabilities available.

All pricing associated with the proposed Switched 56KBPS services will be included in the response.

Integrated Services Digital Network Services (ISDN)

The State of New Jersey utilizes ISDN Services for various business applications. Respondents to this RFI must describe in their response the ISDN service that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Standards compliance (BRI-2B+D, PRI-23B+D)

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user’s traffic), as well as all applicable network management capabilities available.

Digital Subscriber Line Services (xDSL)

The State of New Jersey utilizes xDSL Services for various business applications. DSL will be used for internet access, data, image and potentially voice and video. Respondents to this RFI must describe in their response the xDSL service that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Standards compliance
5. Network uptime

6. Network interoperability with other WAN services (Frame, ATM, etc.)

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Frame Relay Services

The State of New Jersey utilizes Frame Relay Services for various business applications. Frame will be used for but not limited to the interconnection of LANs, fast packet transfer and voice and video. Respondents to this RFI must describe in their response the Frame Relay service that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Service access speeds
4. Min and Max Committed Information Rate (CIR)
5. Congestion management
6. Geographic availability
7. Standards compliance
8. Network uptime
9. Network interoperability

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Asynchronous Transfer Mode Services (ATM)

The State of New Jersey utilizes ATM Services for various business applications. ATM will be used for any and all of the following voice, image, data and video services. Respondents to this RFI must describe in their response its ATM service that it can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Types of virtual circuits supported
4. Categories of service supported
5. Geographic availability
6. Standards compliance
7. Network uptime

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

SONET Synchronous Optical network Services (SONET)

The State of New Jersey utilizes SONET Services for various business applications. SONET will be used for voice, image, data and video services. Respondents to this RFI must describe in their response the SONET service that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Bandwidth availability (i.e., OC-3, OC-12, OC-48, OC-192, etc.)
4. Geographic availability
5. Standards compliance
6. Network uptime

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Ethernet Services (MAN/WAN)

The State of New Jersey utilizes Ethernet Services (10/100/1000/10,000/etc.) for various business applications. Respondents to this RFI must describe in their response the Ethernet services that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Service interoperability with other WAN services
5. Standards compliance
6. Network uptime

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Cable Based Broadband Services

The State of New Jersey utilizes cable based broadband services for various business applications. Respondents to this RFI must describe in their response the Cable based broadband services that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Service interoperability with other WAN services
5. Standards compliance
6. Network uptime

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Fixed Wireless Services

The State of New Jersey utilizes Fixed Wireless services for various business applications. For the purpose of this section Fixed Wireless is defined to include Satellite (i.e. VSAT), Microwave, Laser, or other wireless means of communication transmission. Respondents to this RFI must describe in their response the specific wireless services that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Service interoperability with other WAN services
5. Standards compliance
6. Network uptime

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Internet Access Services

The State of New Jersey utilizes Internet Access services for various business applications. For the purpose of this section respondents will include Internet Access services connectivity and bandwidth options such as but not limited to: Dial-up, Dedicated, DSL, T1, Cable, ISDN, Fiber and point-to-point wireless broadband. Respondents must provide Internet Access services as a Tier 1 or Tier 2 provider directly or interfaced directly to a Tier 1 or Tier 2 provider. Respondents to this RFI must describe in their response the specific internet access services that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Security services to ensure integrity of internet access connections

5. Design, engineering and implementation consultation services available to establish and maintain the internet connections.
6. IP address services
7. Children's Internet Protection Act (CIPA) compliance
8. QOS services
9. Access types, listing of connectivity and bandwidth options
10. Standards compliance
11. Network uptime
12. SLAs

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Internet Services

The State of New Jersey utilizes Internet services for various business applications. This broad category is to provide Authorized Users with a large array of Internet services associated with the provisioning of Internet Access. These are intended to complement Internet Access. For the purpose of this section respondents will include Internet service options such as but not limited to:

1. Internet Access Services including email, email scanning, web, ftp, news groups, and others
2. Hosting Services including Web pages, Applications and others
3. Host name registration services
4. Web site design and management services
5. Portal Services
6. VPN Services
7. Firewall
8. Intrusion Detection
9. Data Back-up

Respondents to this RFI must describe in their response the specific internet services that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability

For all services proposed respondents must describe network security (measures that it takes to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Multiprotocol Label Switching Services (MPLS)

The State of New Jersey utilizes MPLS for various business applications. MPLS will be utilized for any and all of the following voice, image, data and video services.. Respondents to this RFI must describe in their response the specific MPLS services that they can provide within the geographic areas defined in this RFI. The service description will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Geographic availability
4. Access types
5. Service interoperability with other WAN services
6. Standards compliance
7. Network uptime

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

Other Data Service Offerings/Potential Future Data Service Offerings

All respondents to this RFI should identify other data service offerings that the state should consider as well as potential future data service offerings that the state should consider. Included in the description the respondents will include:

1. All termination equipment required as well as installation and maintenance requirements
2. All billing requirements (per min, distance sensitive, time of day, recurring, non recurring costs, etc.)
3. Projected geographic availability
4. Access types
5. Service interoperability with other WAN services
6. Standards compliance
7. Network uptime

For all services proposed respondents must describe network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities available.

“Centrex Like” Voice Services

The State of New Jersey currently purchases in excess of 100K lines of Centrex/Voice services to support business services provided by a multitude of State Agencies and Departments. The State is evaluating its options for the potential replacement and or upgrade of these services. The State requests that respondents to this RFI provide information on the “Centrex like” voice services that they can provide within the geographic areas defined in this RFI. “Central office exchange” Centrex service includes but is not limited to local Touch-Tone dial tone provided by a carrier on an individual line basis. The service typically affords users the same benefits and features that would be provided by a PBX. Respondents should not limit themselves to the existing architectural model for delivering Centrex services. Respondents shall anticipate the eventual convergence of voice and data networks and respond appropriately. Respondents shall also take into consideration the option of leveraging the existing and future implementations of the State's private network (Garden State Network) for transport (see attachments 1 & 2).

Examples of the typical features provided with Centrex service are listed below. Centrex service shall be billed on a monthly subscription basis and must be all inclusive including unlimited usage within the state of New Jersey and calls to neighboring states (e.g., New York, Pennsylvania, Delaware) as well as all transport costs.

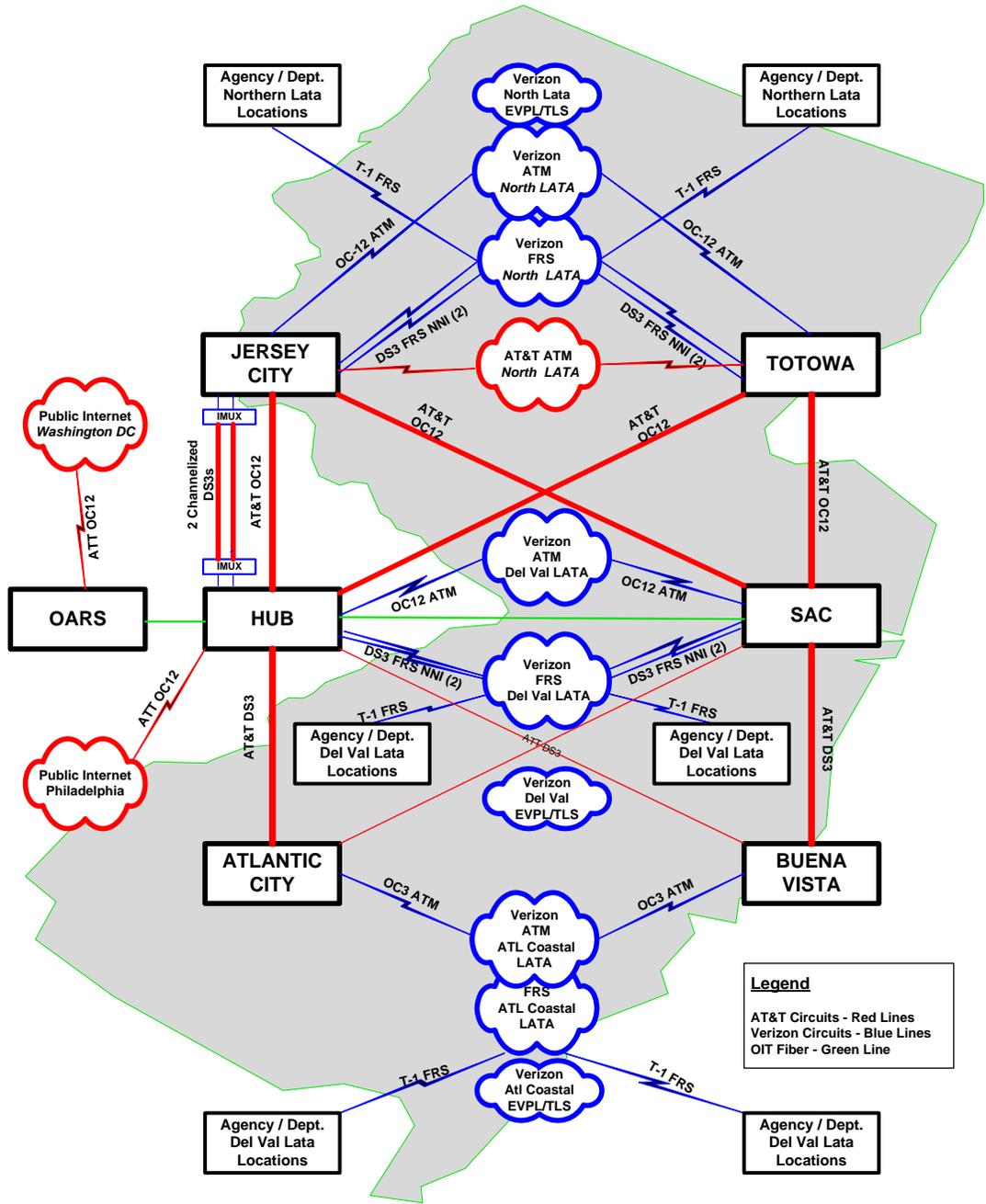
Examples of the standard features/capabilities included in the monthly line rate at no additional charge are:

- Automatic Dial
- Authorization Codes
- Automatic call back
- Automatic Message Link
- Automatic Route Selection (basic and deluxe)
- Billable Call Detail
- Call forwarding (all calls, busy, don't answer, variable)
- Call Hold
- Call Pick-up
- Call Transfer
- Call waiting (dial, incoming, intragroup, originating)
- Caller ID (Internal and External)
- Code restrictions
- Consultation Hold
- Dial Transfer Arrangement on Incoming Trunk Groups
- Directed Call Pick-Up (With Barge- In, Without Barge-In)
- Direct Inward Dialing
- Direct Outward Dialing
- Distinctive Call Waiting Tones
- Distinctive Ringing, Electronic Telephone Service (ETS)
- Enhanced Call Forwarding/Don't Answer
- Enhanced Three-Way Calling Hunting
- Intercept
- Intercom Dialing (Group and Personal)
- Last Number Redial
- Least Cost Routing

Line Treatments
Local Number Portability
Make Set Busy
Message Waiting Indication (Visible and Audible)
Multiple Line Appearances
Privacy/Privacy Release
Ring Again
SMDI support
Speed Dialing with 10- number Speed Call List
Station-to-Station Calling
Three-Way Calling
Toll Restrict
*69 (or similar code which dials the telephone number of the last incoming call)
and Uniform Call Distribution (UCD)
Voice Mail

For each service proposed, respondent must describe the following.

1. Voice features and capabilities
2. Network security (measures that they take to ensure the confidentiality of the authorized user's traffic), as well as all applicable network management capabilities
3. Access types
4. Phones supported
5. Other Equipment required
6. Administrator controls
7. Subscriber controls
8. System management capabilities
9. Training and support services
10. Reporting capabilities
11. Billing capabilities
12. E911 support
13. Installation requirements



Attachment 1- Existing Garden State Network.

Next Generation Garden State Network

